

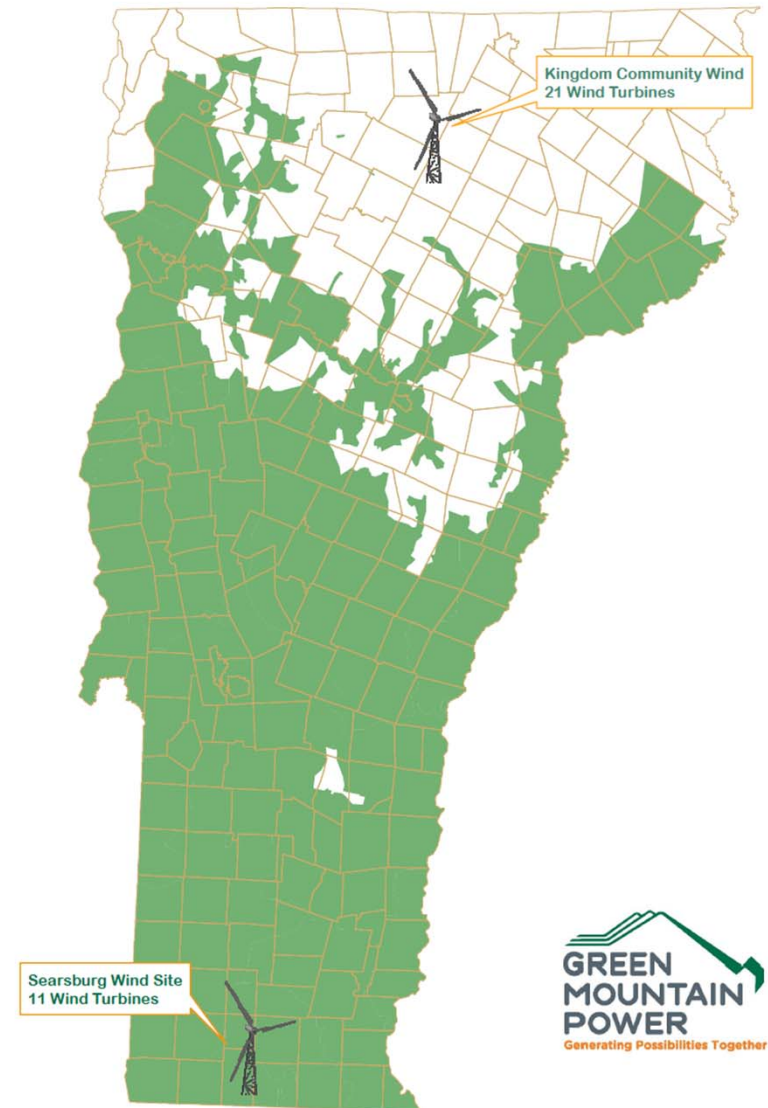


Electric Vehicle Workplace Charging



Who is GMP?

- Vertically integrated Vermont utility
- We serve
 - 260,000 Customers
 - 202 towns covering 7,500 square miles of service territory
- We operate
 - 32 Hydro Plants
 - 6 Peaking Plants
 - 12 Solar Projects
 - 2 Wind Farms
 - 2 100KW Wind Turbines
 - 1 Joint-Owned Biomass Plant (McNeil)
- We maintain
 - 976 miles of transmission lines
 - 11,273 miles of distribution lines
 - 185 substations



GMP's Pool Vehicles

- Started in 2010 with Prius HyMotion conversions
- Currently half of our 16 pool vehicles are EV Hybrids
 - C-Max, Volt, Prius
- We are committed to the EEI 5% challenge for annual capital fleet purchases



GMP Workplace Charging Stations

- 10 of 17 locations currently have charging stations
- Agreement with employees to provide workplace charging
- Ultimate goal is to provide a charging portal for every EV owner
- Free for now....NOT forever



GMP Employee EV Incentives

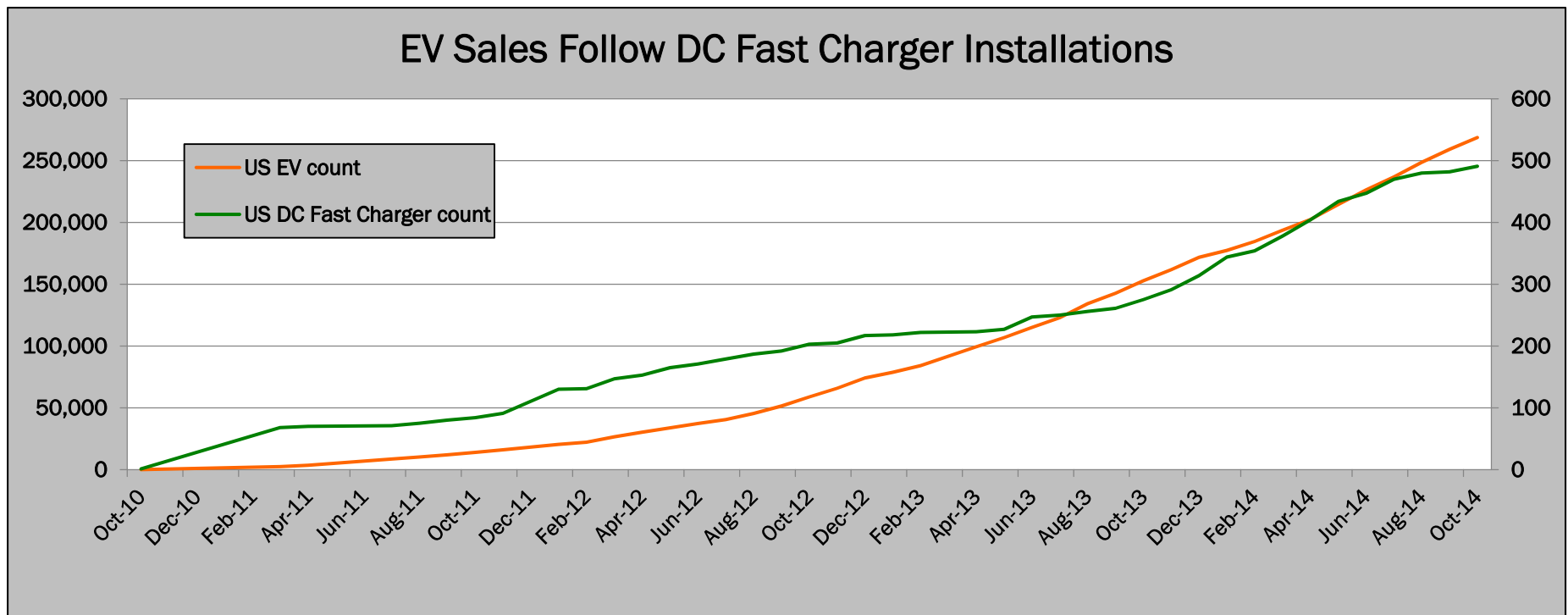


GMP Ambassador Cindy promotes her electric vehicle at a baseball game

- Employees earn up to \$5,000
 - \$\$\$ at the time of purchase
 - \$\$\$ for one year of EV ambassador work
- EV Ambassador Work
 - Attach “Ask me about my EV” bumper sticker
 - Post on Facebook or Twitter
 - Attend local EV events
 - Share your story

Charging Station Deployments

- Currently have 13 ChargePoint charging stations scattered throughout Vermont
- 2015 - 12 Freedom Stations & 10 L2 Stations
- 2016 - 3 Freedom Stations & 20 L2 Stations
- If you build it...they will come



EV Education & Lease Proposal

- ① GMP will present the value and cost benefits of EV ownership on-site
- ② GMP will provide on-site test drives
- ③ GMP will offer short term leases (2-4 weeks) to interested individuals

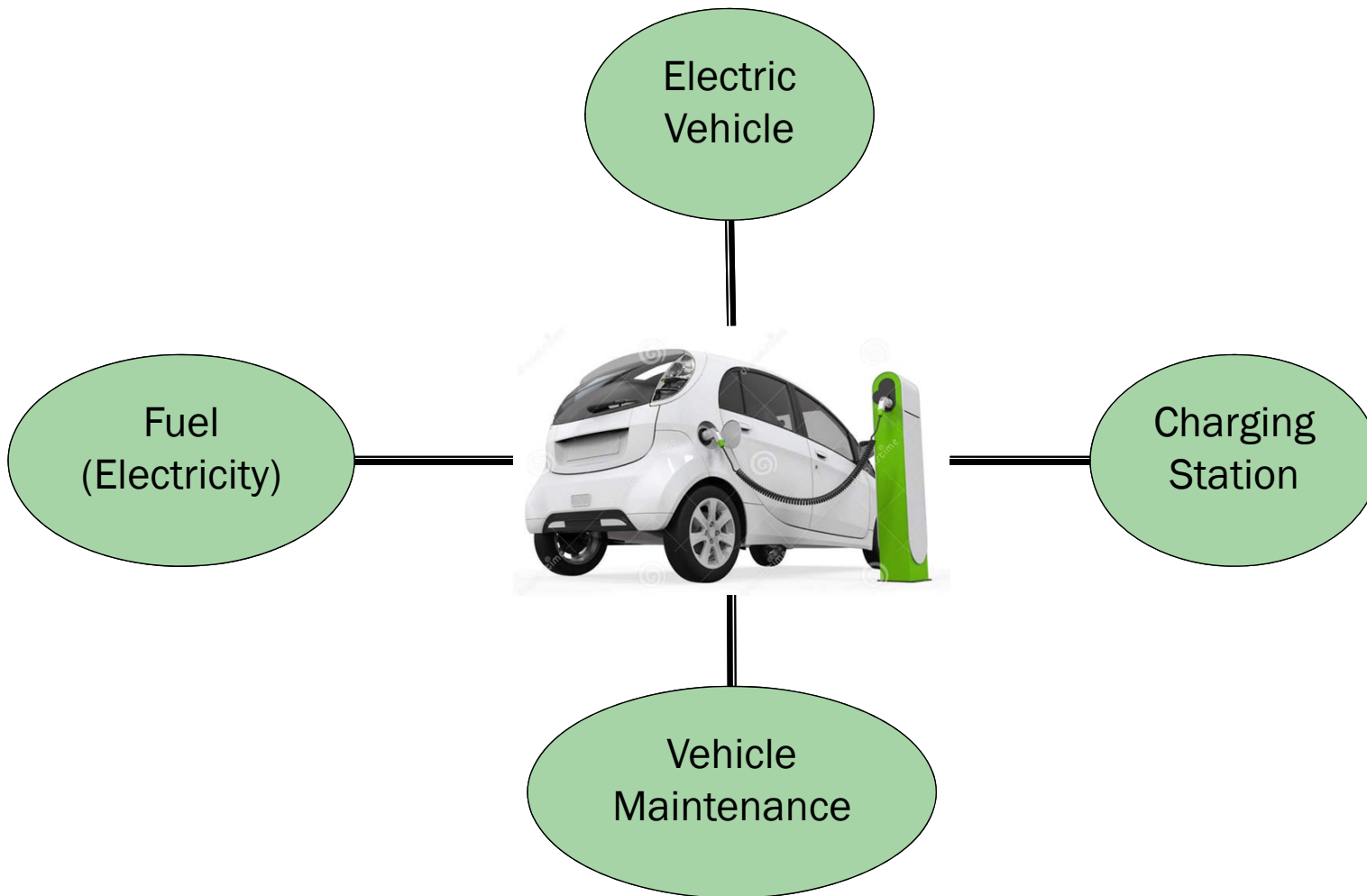


Workplace Charging Program Proposals

- Employer Funded
 - GMP pays for and installs charging stations
 - Employer pays GMP monthly membership, maintenance and network fee
 - Employer “owns the meter” and pays GMP for incremental demand
- EV Owner (Employee) Funded
 - GMP pays for and installs charging stations
 - GMP “owns the meter” and pays for load
 - EV Owner pays GMP monthly membership, maintenance and network fee

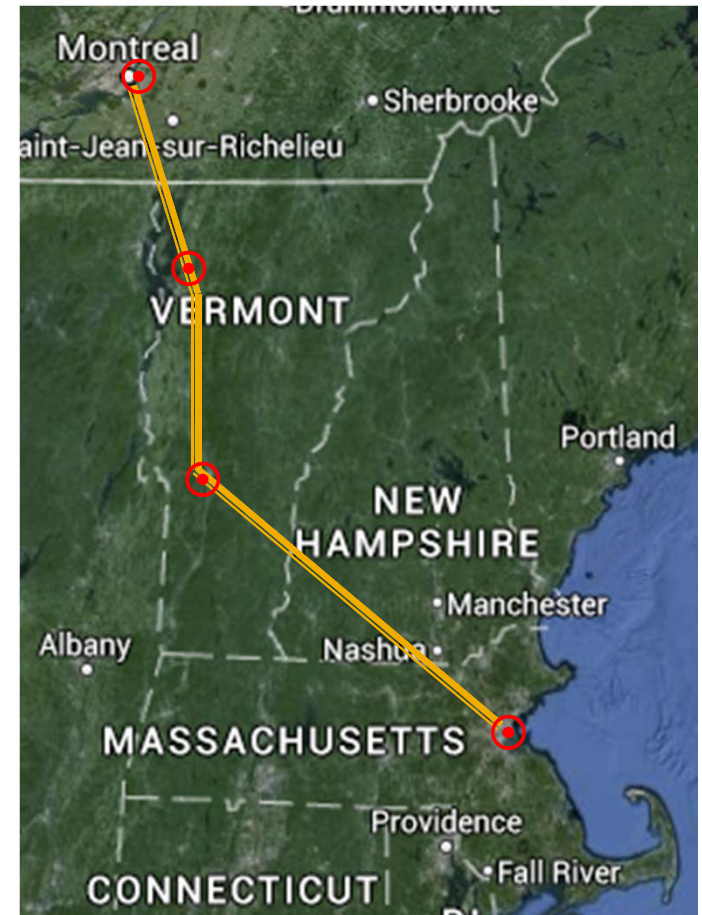
Holistic Workplace Fleet Proposal

One Monthly Fee Covers



Looking to the future...

- Vehicle to grid utilization
- Smart charging stations with remote control capability
 - Micro grid management
 - Coordinated or sequenced charging practices
 - Frequency Regulation
 - Demand Response / Peak Shaving
- Plug-in School Buses
- Canada to New England Charging Corridor
 - Quebec > Burlington > Rutland > Boston



Questions?

